

# American Reprographics Co. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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## Abstracts

American Reprographics Co. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between American Reprographics Co. and its competitors. This provides our Clients with a clear understanding of American Reprographics Co. position in the [Commercial Services and Supplies](#) Industry.

The report contains detailed information about American Reprographics Co. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for American Reprographics Co.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The American Reprographics Co. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios

pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes American Reprographics Co. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of American Reprographics Co. business.

### **About American Reprographics Co.**

American Reprographics Company provides business-to-business document management services to the architectural, engineering, and construction (AEC) industries. The company also provides these services to companies in non-AEC industries, such as aerospace, technology, financial services, retail, entertainment, and food and hospitality that require document management services. The company conducts its operations through its wholly-owned operating subsidiary, American Reprographics Company, L.L.C. and its subsidiaries.

As of December 31, 2009, the company operated 272 reprographics service centers, including 259 service centers in 208 cities in 38 states throughout the United States and the District of Columbia, 7 reprographics service centers in Canada, 1 in the United Kingdom and a business venture company in China with five locations.

### **Services**

**Document Management:** The company stores, organizes, prints and tracks AEC and non-AEC project documents using various digital tools and its industry expertise. The documents the company manages are typically larger than 11 inches by 17 inches,

requiring specialized production equipment, and the documents are iterative in nature; frequently 10 or more versions of a single document must be tracked and managed throughout the course of a project.

**Document Distribution and Logistics:** The company provides fully-integrated document distribution and logistics, which consist of tracking document users, packaging prints, addressing and coordinating services for shipment (either in hard copy or electronic form), as well as local pick-up and delivery of documents to multiple locations with in tight time constraints.

**Print-on-demand:** The company produces small and large-format documents in black and white or color using digital scanning and printing devices. The company can reproduce documents when and where they are needed by balancing production capacity between the high-volume equipment in its network of reprographics service centers, sending production jobs from one location to another, as well as producing work on equipment placed in its customers' facilities.

#### On-site Services

These services include: PlanWell Enterprise (PlanWell), the company's Internet-based planroom and its suite of other reprographics software products that enable online purchase and fulfillment of document management services; production services, including print-on-demand, document assembly, document finishing, mounting, laminating, binding, and kitting; document distribution and logistics, including the physical pick-up, delivery, and shipping of time-sensitive, critical documents; customized large and small format reprographics in color and black and white; facilities management, including recurring on-site document management services and staffing at its customers' locations; and sales of reprographics equipment and supplies and licensing of software to other reprographics companies and end-users in the AEC industry.

The company also engages in the design and development of other document management and reprographics software, in addition to PlanWell, that supports ordering, tracking, job estimating, and other customer-specific accounting information for various projects and services. These proprietary applications include: Electronic Work Order (EWO), which offers its customers access to the services of all of its service centers through the Internet; MetaPrint Abacus, which provides a suite of software modules for reprographers and their customers to track documents produced from equipment installed as a part of a facilities management program; BidCaster 'Invitation-

to-Bid' (ITB), a data management Internet application inside PlanWell Enterprise that issues customizable 'invitations to bid' from a customer's desktop using email and a hosted fax server; MetaPrint Print Automation and Device Manager, a universal print driver that facilitates the printing of documents with output devices manufactured by multiple vendors, and allows the reprographer to print multiple documents in various formats as a single print submission; OneView Document Access and Customer Administration System, an Internet-based application; Sub-Hub, an Internet-based application that notifies subscribers of upcoming construction jobs in their markets; PlanWell Databridge, which allows construction project management software users to share common data between applications, synchronize project information, bid packages and contacts, eliminate redundant data entry, and start projects in project management applications by leveraging indexed data in PlanWell Enterprise; and ishipdocs, a web-based software application that allows users to upload documents to a local reprographics business for local production and printing.

To further support and promote its major categories of services, the company also: licenses its suite of reprographics technology products, including its online planroom, PlanWell, to independent reprographers; and Operate PEiR (Profit and Education in Reprographics) Group, a trade organization wholly-owned by the company, through which the company charges membership fees and provide purchasing, technology and educational benefits to other reprographers.

## Suppliers

The company's primary vendors of equipment, maintenance services, and reprographics supplies include Océ N.V., Azerty, and Xpedx, a division of International Paper Company.

## Competition

The company's competitors include Service Point USA, a subsidiary of Service Point Solutions, S.A., Thomas Reprographics, Inc., ABC Imaging, LLC, and National Reprographics Inc.

## History

American Reprographics Company was founded in 1960.

The above Company Fundamental Report is a half-ready report and contents are

subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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